

Associate Development Organizations



2020 Report on Association Development Organizations pursuant to RCW 43.330.082

Acknowledgments

Washington State Department of Commerce

Chris Green, Assistant Director, Office of Economic Development and Competitiveness

Keith Swenson, Deputy Assistant Director, Office of Economic Development and Competitiveness

Robb Zerr, Managing Director, Rural and Marketing Services – Report Writer

Associate Development Organizations

Washington State Department of Commerce

Chris Green, Assistant Director
Chris.Green@commerce.wa.gov

1011 Plum St. SE
P.O. Box 42525
Olympia, WA 98504-2525

www.commerce.wa.gov

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Washington State Department of Commerce

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Executive Summary

Authorizing Legislation

RCW 43.330.082 requires that Commerce develop a report on specified performance metrics of ADO's as follows:

(1)(a) Contracting associate development organizations must provide the department with measures of their performance and a summary of best practices shared and implemented by the contracting organizations. Annual reports must include the following information to show the contracting organization's impact on employment and overall changes in employment: Current employment and economic information for the community or regional area produced by the employment security department; the net change from the previous year's employment and economic information using data produced by the employment security department; other relevant information on the community or regional area; the amount of funds received by the contracting organization through its contract with the department; the amount of funds received by the contracting organization through all sources; and the contracting organization's impact on employment through all funding sources. Annual reports may include the impact of the contracting organization on wages, exports, tax revenue, small business creation, foreign direct investment, business relocations, expansions, terminations, and capital investment. Data must be input into a common web-based business information system managed by the department. Specific measures, data standards, and data definitions must be developed in the contracting process between the department and the contracting organization every two years. Except as provided in (b) of this subsection, performance measures should be consistent across regions to allow for statewide evaluation.

(b) In addition to the measures required in (a) of this subsection, contracting associate development organizations in counties with a population greater than one million five hundred thousand persons must include the following measures in reports to the department:

(i) The number of small businesses that received retention and expansion services, and the outcome of those services;

(ii) The number of businesses located outside of the boundaries of the largest city within the contracting associate development organization's region that received recruitment, retention, and expansion services, and the outcome of those services.

Associate Development Organizations

Associate Development Organizations (ADOs) serve as the local economic development partners for Washington Department of Commerce (Commerce). ADOs are local organizations designated by each county to coordinate business recruitment, retention and expansion activities within their service areas as well as provide export assistance. ADOs also support research, planning, and implementation of regional and local economic development strategies.

Commerce negotiates ADO contracts on a biennial basis. This negotiation process requires ADOs and Commerce staff to jointly determine and agree upon target goals for a set of performance measures for each county. Currently, Commerce maintains contracted partnerships with the 35 ADOs that oversee all 39 counties.

Key Findings

- As a short-term response to the COVID-19 pandemic, ADO's have pivoted to acting as contracting agents to help Commerce distribute Round 1 of the **Working Washington Small Business Emergency grants**.

- The work of ADOs will continue to change as the emerging "innovation economy" unfolds. The pandemic will accelerate economic disrupters such as automation, 5G cellular networks, artificial intelligence, internet of things, and advanced manufacturing. The work of ADOs will become even more essential to help small businesses adapt to rapidly changing economic conditions, especially in rural and underserved communities.
- Commerce has developed an interactive dashboard that provides detailed employment and other economic data to track economic recovery at the county level for multiple industries. For this reporting cycle, Commerce will begin to use the [economic recovery dashboard](#) and other data provided by ADO's to provide the employment and other related economic data described in RCW 43.330.082(1).

Next Steps

In light of the pandemic and the rapidly changing nature of the economy, Commerce plans to:

- Create a work group with select ADOs to identify development metrics, using an equity lens, to better communicate the work and importance of ADOs.
- Use Commerce's biennial contracting process to commit ADOs to using work group metrics to satisfy the reporting requirements of RCW 43.330.084.
- Explore possible revision of the reporting requirements in RCW 43.330.04 for consideration by 2022 legislature.

ADO Performance Metrics

This section describes ADO metrics as prescribed by RCW 43.330.082. Due to the pandemic, this report uses data from Commerce's economic recovery dashboard. For additional data, visit the dashboard at: <https://www.commerce.wa.gov/datadashboard/#:~:text=Economic%20Recovery%20Dashboard,COVID%2019%20across%20our%20state.>

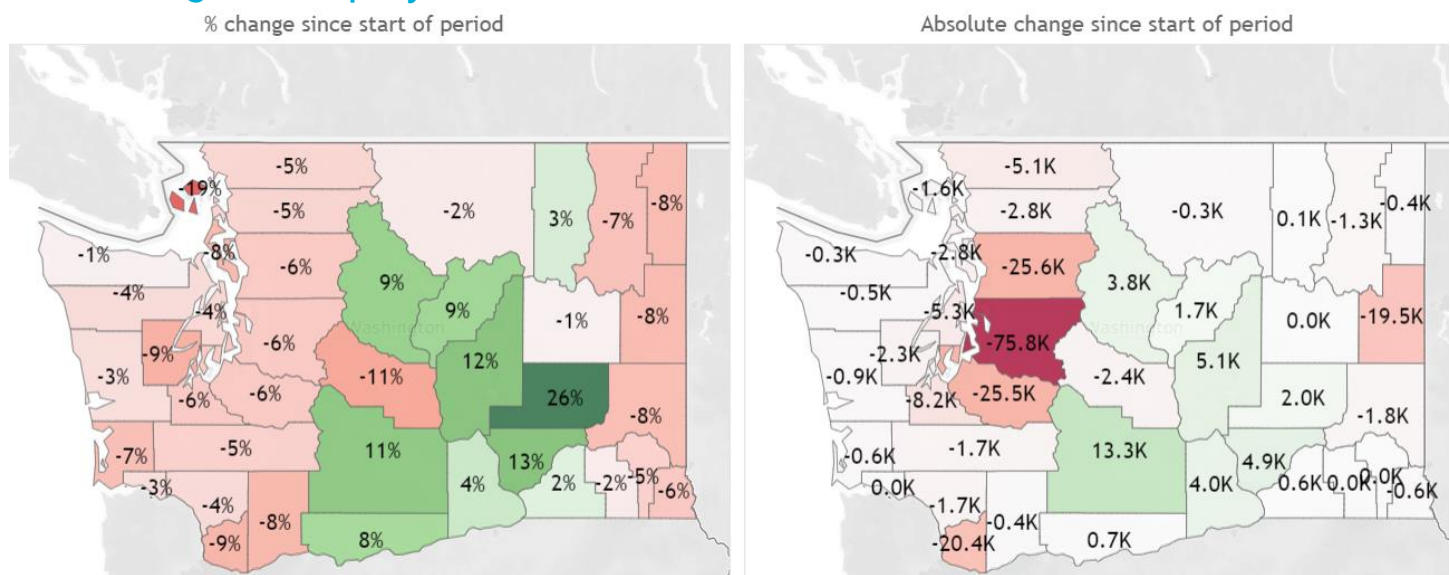
Employment and Economic Data

The economic recovery dashboard shows Washington employment at five view levels:

- Industry list view
- Industry time series
- County list view
- County time series
- Map View

The map view below shows the percentage and absolute change for each county from August 2019 to September 2020. Users can view employment trends at other specified time intervals.

Net Change in Employment



Other employment data

The dashboard also provides data on:

- Unemployment insurance (UI) claims
- Job postings
- Comparisons with other states

UI claims data is available by week and by demographic group. Commerce will explore the possibility of presenting this data at the county level subject to funding.

Business Data

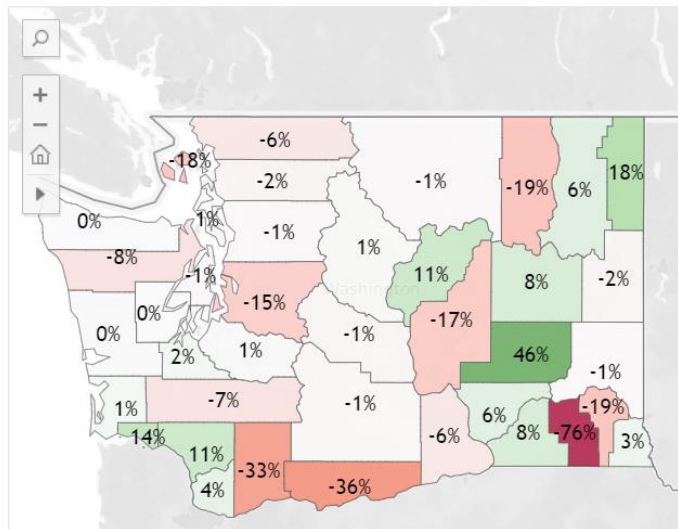
The economic recovery dashboard allows exploration for the following types of business data:

- Taxable Retail Sales
- Taxable Business Income
- Export Volume

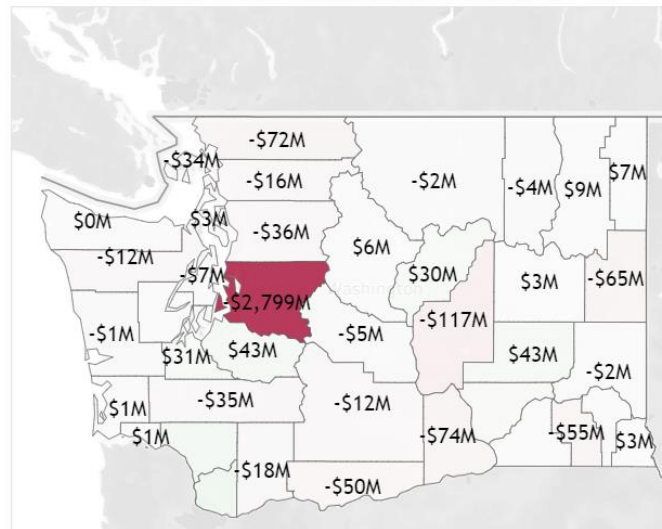
Taxable retail sales by County

Viewing 3 months ending August 2020

% change from same period last year



Absolute change from same period last year

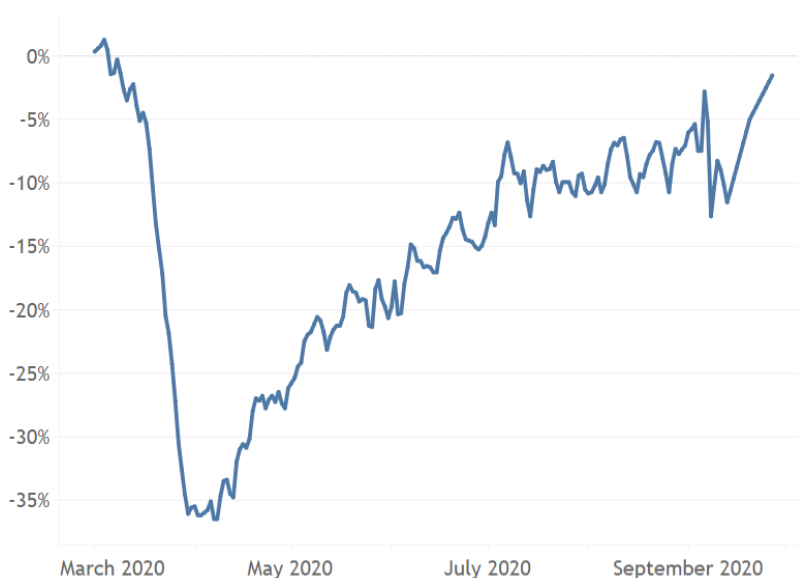


Consumer Behavior

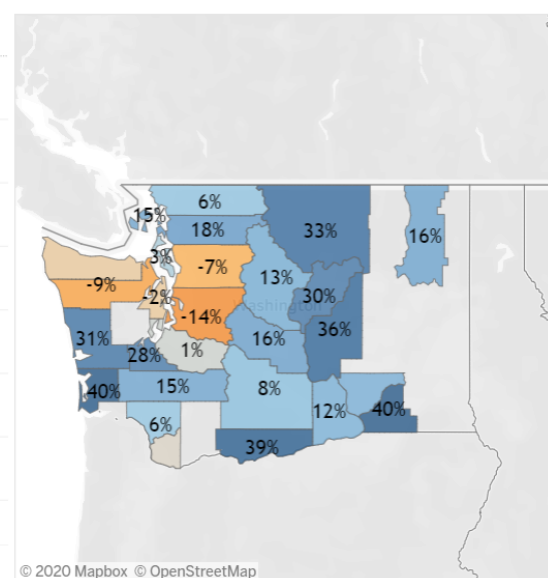
The dashboard also allows exploration of some leading indicators including credit/debit spending and time outside of home.

Credit/debit card spend by day

% change vs. Jan 2020 (7-day rolling average)



% change vs. Jan 2020 at end of period (7-day rolling avg)



ADO Funding

The table below provides 2020 data on ADO fund sources, including the ADO grant from Commerce. The "all other" column represents local, federal, and other non-Commerce dollar amounts. The "pass-through" column represents Working Washington Small Business Emergency Grants (WWSBEG) distributed through ADO's as pass-through grants to small businesses. Data for Working Washington round 2 grants is not yet available.

ADO Fund Sources				Pass-thru
ADO	Contract	All Other	Total	WWBEG Round 1
Adams	\$50,000	\$119,444	\$169,444	\$154,555
Asotin, Garfield, Whitman	\$160,000	\$44,705	\$204,705	\$453,665
Benton & Franklin	\$158,718	\$896,437	\$1,055,155	\$535,267
Chelan	\$59,286	\$13,492,000	\$13,551,286	\$183,259
Clallam	\$67,324	\$127,200	\$194,524	\$167,194
Clark	\$180,354	\$831,400	\$1,011,754	\$516,582
Columbia	\$50,000	\$74,500	\$124,500	\$154,555
Cowlitz	\$72,359	\$309,055	\$381,414	\$223,668
Douglas	\$50,000	\$1,586,442	\$1,636,442	\$154,555
Ferry & Stevens	\$100,000	\$633,371	\$733,371	\$309,110
Grant	\$65,068	\$335,400	\$400,468	\$201,130
Grays Harbor	\$59,626	\$356,660	\$416,286	\$184,308
Island	\$61,781	\$153,199	\$214,980	\$190,969
Jefferson	\$50,000	\$95,725	\$145,725	\$154,555
King	\$228,779	\$32,760	\$261,539	\$707,179
Kitsap	\$102,687	\$467,371	\$570,058	\$317,417
Kittitas	\$50,000	\$27,500	\$77,500	\$154,555
Klickitat	\$50,000	\$50,000	\$100,000	\$154,555
Lewis	\$60,917	\$397,485	\$458,402	\$188,300
Lincoln	\$50,000	\$81,290	\$131,290	\$154,555
Mason	\$52,705	\$198,448	\$251,153	\$162,916
Okanogan	\$50,000	\$190,073	\$240,073	\$154,555
Pacific	\$50,000	\$96,666	\$146,666	\$154,555
Pend Oreille	\$50,000	\$105,000	\$155,000	\$154,555
Pierce	\$228,779	\$1,049,000	\$1,277,779	\$707,179
San Juan	\$54,850	\$167,185	\$222,035	\$149,705
Skagit	\$88,651	\$703,157	\$791,808	\$233,118
Skamania	\$50,000	\$164,666	\$214,666	\$154,555
Snohomish	\$238,779	\$1,815,344	\$2,054,123	\$697,179
Spokane	\$188,651	\$3,699,218	\$3,887,869	\$583,138
Thurston	\$132,791	\$1,291,000	\$1,423,791	\$311,555
Wahkiakum	\$50,000	\$20,500	\$70,500	\$154,555
Walla Walla	\$54,092	\$55,000	\$109,092	\$167,202
Whatcom	\$107,893	\$632,165	\$740,058	\$333,508
Yakima	\$126,979	\$886,811	\$1,013,790	\$450,569

King County - Additional Information

RCW 43.330.082(2)(b) requires ADOs in counties with a population greater than 1.5 million in population to report data for two additional measures. The King County ADO is the only entity meeting this requirement and has reports the following:

- 325 businesses received retention and expansion services in King County over the reporting period.
- 350 businesses received recruitment, retention, and expansion services outside the boundaries of the largest city within the ADO's region. Estimated outcomes include 750 jobs retained.

Appendix A: ADO Key Outcomes

County	Associate Development Organization	New Jobs	Jobs Retained	Private Investment	Public Investment
Asotin, Garfield, Whitman	Southeast WA Economic Development Association (SEWEDA)	17	209	\$533,000	\$463,500
Clallam	Clallam County Economic Development Council	245	274	\$88,359,200	\$2,256,472
Clark	Columbia River Economic Development Council (CREDC)	235	128	\$62,200,000	\$3,500,000
Columbia	Port of Columbia	97	2	\$180,605,000	\$2,350
Grant	Grant County Economic Development Council	0	437	\$0	\$0
King	Greater Seattle Chamber of Commerce	2,105	750	\$48,734,000	\$0
Kitsap	Kitsap Economic Development Alliance	6	1	\$500,000,000	\$0
Klickitat	Klickitat County Public Economic Development Authority	25	0	\$20,000	\$25,000
Lewis	Lewis Economic Development Council	9	1	\$0	\$0
Okanogan	Economic Alliance	9	102	\$2,225,000	\$200,000
Pacific	Pacific County Economic Development Council	34	2	\$5,550,000	\$100,000
Pierce	The Economic Development Board for Tacoma-Pierce County	698	315	\$356,530,000	\$238,500
San Juan	San Juan County Economic Development Council	10	396	\$0	\$0
Skagit	Economic Development Alliance of Skagit County	189	149	\$750,000	\$0
Skamania	Skamania County Economic Development Council	0	12	\$0	\$91,000
Snohomish	Economic Alliance Snohomish County	100	0	\$13,000,000	\$200,000
Spokane	Greater Spokane Incorporated	0	48	\$0	\$10,000,000
Thurston	Thurston Economic Development Council	200	200	\$7,000,000	\$5,000,000
Whatcom	Port of Bellingham	137	21	\$0	\$0
Yakima	Yakima County Development Association	185	0	\$15,000,000	\$0
Grand Totals		4,301	3,047	\$1,280,506,200	\$22,076,822

Appendix B: ADO Reports by County

Report Period - FY20 - (07/01/2019 - 6/30/2020)

Adams County

Adams County Development Council

Partnerships: Economic development takes many team members from our local organization, to County and City government, to private partners. In our small rural county, our partnerships are vital for connecting schools, business, manufacturing and the private sector. These events include the Othello Career Showcase and the Lind-Ritzville/Sprague Career Showcase.

Reliability and Consistency: Successful economic development programs are built on relationships with the foundation of trust, which takes time. We get to know our business community and stay in touch with them, building strong retention and expansion programs. Knowing our community is key to gaining support. A few examples include SVZ USA and McCain Foods USA, and work with the Working Washington Small Business Emergency Grants.

- **SVZ USA (expansion):** Assistance began in 2018. A Strategic Reserve Fund application was approved in early 2019 and awarded in October 2019. This expansion resulted in a 20% increase in the company's local workforce.
- **Othello Career Showcase (workforce development):** The inaugural event in October 2017 introduced 1,500 Othello School District students in grades 8 through 12 to 25 Othello-based employers. In 2018 the employer count increased to 35 and in 2019 we maxed out with 44. This showcase has allowed the district's CTE Director to construct a network of local employers that results in the majority of all graduating seniors gaining direct access to employers in their career field of interest.
- **Lind-Ritzville/Sprague Showcase (workforce development):** The inaugural event took place in October 2019 and had an outstanding employer response with 34 participants.
- **McCain Foods USA (expansion):** Assistance began in 2019. A Strategic Reserve Fund application was approved for \$300,000. Currently in contract phase before funding can be awarded to the expansion project.
- **Working WA Small Business Emergency Grant (small business support/retention):** Adams County received \$154,548 in total grant funding that was distributed to 27 local small businesses, each receiving an award of \$5,724. Businesses that were awarded funding included 8 salons, 7 retail businesses, 5 restaurants, 3 healthcare businesses, 1 construction company, 1 transportation business, 1 theater and 1 video production agency. Total number of jobs retained: 59.
- **Adams County Small Business Emergency Grant (capital investment):** ACDC acted on behalf of the need for assistance for small businesses effected by the WA State shut down orders in March 2020. The funding made available by the state for the WWSBEG was only able to touch a small portion of our most struggling businesses. With the help of the Innovia Foundation, Adams County, City of Othello, City of Ritzville and several other private donors, we raised \$81,100 and distributed 52 local grants in the amount of \$1,500.

Other Funding Sources:		
Do not include Commerce ADO funding		FY 20 Total
	Private	\$91,665
	Local	\$27,779
	State	\$0
	Federal	\$0
Total Other Funding Sources		\$119,444

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$50,000
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$0
Total Commerce Funds Awarded to ADO	\$50,000
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$154,555

Asotin County - (SEWEDA)

Southeast Washington Economic Development Association (SEWEDA)

The ADO impact has dramatically increased with the Covid 19 Pandemic. With the shutdown and uncertain times of this pandemic, and the continuation of, our focus was quickly changed to helping with recovery and retention efforts. Our presence has proven an invaluable resource to all businesses, and stakeholders within the county. The ADO is the support for the businesses, County and the rural cities. We are working to grow and diversify important work to recover jobs, stabilize communities and increase prosperity for all at such a critical time.

Employment: The impact of the ADO funding upon employment is difficult to separate out due to the dynamics inherent in growing businesses in rural areas. All resources from multiple service providers are accessed by businesses with a desire to grow and add employees, and the resulting employment increases could be partially attributed to the ability of a business to access funding, market, and the quality of the services rendered. The ADO contacts made are an integral part of the economic ecosystem that supports the businesses decision to grow and employ. Most recently the ADO's partnered with Commerce to administer the

Working Washington Small Business Emergency Grant (WWSBEG) to support 19 companies in Asotin County facing imminent failure due to the Covid 19 pandemic and associated economic emergency. These companies employ a total of 93 individuals and it is estimated that this grant prevented the loss of 78 jobs.

Business Development: Our impacts this past year have been felt in recruitment, workforce development, financing, and technical assistance to the affected businesses. The first part of the year, we have concentrated our efforts in supporting the manufacturing sector of the local economy, as the multipliers in this area have the greatest impact upon the local economy. Secondary efforts have been made in assisting business starts and in the development of entrepreneurs. We partnered with the local Community College, WorkSource, SBDC, other stakeholders and professionals, to offer small business planning, financial and technical assistance, and other business educational workshops to help businesses thrive in this rural region. These are all offered free of charge. With the pandemic stay at home orders, these were changed to webinars and the subjects were altered to offer information and resources as they became available. These were all highly attended and received within the business community in this rural region.

Other Funding Sources:		
Do not include Commerce ADO funding		FY 20 Total
	Private	\$0
	Local	\$0
	State	\$0
	Federal	\$14,100
Total Other Funding Sources		\$14,100

SEWEDA - Combined (Asotin, Garfield, and Whitman Counties)

County	Associate Development Organizations - primary grant	Working Washington Small Business Emergency Grants – round one – admin funds	FY 20 Total	Pass-Thru Funds Awarded to ADO – WWSBEG – round one
Asotin	\$50,000	\$0	\$50,000	\$154,555
Garfield	\$50,000	\$10,000	\$60,000	\$144,555
Whitman	\$50,000	\$0	\$50,000	\$154,555

SEWEDA Total	\$150,000	\$10,000	\$160,000	\$453,665
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Benton and Franklin County - (TRIDEC)

Tri-City Economic Development Council (TRIDEC)

Retention: TRIDEC is the only Washington ADO that includes federal advocacy in our responsibilities. This has been one of our roles since our founding in 1963 as DOE funding for Hanford cleanup is a major driver of our local economy.

When congress started considering the initial CARES Act, TRIDEC worked with the Washington Delegation to ensure that DOE contractors would still be paid during the shutdown. In the final version of the legislation, this critical provision was included. DOE, Hanford contractors and other associated parts of our local workforce that are federally funded represent approximately 10 percent of our MSA, but approximately 25% of the total income. As Benton and Franklin Counties recover from COVID, this income from the CARES act will be ready to jumpstart our local economy and food service, retail and other secondary industries will come roaring back.

As all Washington ADO organizations have done, TRIDEC set up a system for accepting, reviewing, processing, prioritizing and contracting with the recipients of Benton and Franklin County Businesses for the Working Washington Small Business Emergency Grant Program on behalf of the Washington Department of Commerce. This program has allowed 48 local small businesses to eventually access just under \$500,000 to keep their businesses open.

Employment: TRIDEC has been working collaboratively with the Benton Franklin Health District and our partner business organizations on the Tri Cities Open and Safe Coalition (tcopenandsafe.com). This effort started as a one stop shop for local businesses to connect with re-opening planning guidelines and resources while working to restore consumer confidence. We knew that when we reached re-opening phases that bringing customers back into stores would be critical to restoring our economy. Therefore, we created a pledge that businesses could voluntarily sign saying they would follow all of the health district guidelines in their place of business. Businesses that signed the pledge could also get a listing on the TRIDEC Zoom Prospector site that has been re-configured to highlight these businesses and provide a guide to customers looking for complying establishments

TRIDEC has pivoted our economic development activities to focus on supporting our local businesses and ensuring a safe and quick recovery as we come out of the COVID shutdown. We would not have been able to do so without the funding and partnership of the Department of Commerce.

Other Funding Sources:		
Do not include ADO funding		FY 20 Total
	Private	\$638,068
	Local	\$252,280
	State	\$0
	Federal	\$6,089
Total Other Funding Sources		\$896,437

County	Associate Development Organizations - primary grant	Working Washington Small Business Emergency Grants – round one – admin funds	FY 20 Total	Pass-Thru Funds Awarded to ADO – WWSBEG – round one
Benton	\$95,179.52	\$6,400	\$101,579.52	\$360,687
Franklin	\$53,538.48	\$3,600	\$57,138.48	\$174,580
TRIDEC Total	\$148,718	\$10,000	\$158,718.00	\$535,267

Chelan County

Port of Chelan

The Port had a diversified stream of income in 2019-20. Major components:

- Private - Lease revenues of \$1,570,000 from buildings and properties we own and lease in support of economic development
- Local - Real property taxes from Chelan County property owners totaling \$2,650,000, interest and miscellaneous income totaling \$222,200
- State – None in addition to ADO funding
- Federal – FAA grants totaling \$268,600 supporting the regional commercial service
- Airport which we jointly own with the Port of Douglas County

Combining this income with our state funding and support from the Department of Commerce allows us to make significant investments to support and grow our regional economy and employment.

Small Business Creation: The Port was able to undertake a creative redevelopment project in downtown Wenatchee to build on existing partnerships, investments and successes there and better connect the Wenatchee waterfront on the Columbia River and downtown Wenatchee. The strong and diversified funding sources for the Port allowed it to finance the project and employ a strong team of experienced professionals and consultants to quickly move on the opportunity presented and seized upon by our selected leaders.

The Port and City have always wanted the development near the foot of Orondo Avenue near the river to complement and not take away from Wenatchee's traditional downtown core. Despite the headwinds many downtowns face, this area has remained vibrant through the hard work of the Wenatchee Downtown association. It is three blocks from downtown to the Pybus Market, but it has felt further away with warehouse complex and the Burlington Northern mainlining between.

The 125,000 sf warehouse complex was put up for sale in 2018. The buildings were old and semi-truck access was not good in the growing area. The Port gave private developers the opportunity to purchase the property. But the seller wanted the entire complex to be sold to one entity and while there were many ideas for pieces of the property, no private interest was willing or able to purchase the entire complex.

The Port purchased the complex planning to break up the parcels/buildings into smaller pieces that private parties could buy and develop consistent with the goal of supporting and growing jobs, private sector investment and economic activity in the area and connecting the Wenatchee Waterfront to downtown. The first to be put out for sale are three concrete, high ceiling buildings totaling 39,000 sf on the north side of Orondo Avenue. An RFP generated 1 submission and it was well received by the Port Commission and the agreements are currently being finalized to sell the property with completion expected in the spring of 2022.

Employment: The S.P.O.R.T Adventure complex will be open to the public 7 days a week with athletic training, physical activities for people of all ages and a rooftop restaurant supporting 50 to 60 employees with wages between \$13 and \$29 an hour. Private investment is expected to be \$12-14 Million.

The second group of two buildings is expected to be put out for sale with an RFP similar to the three buildings described above. This "South Node" consists of two building totaling 25,000 sf of high ceiling warehouse or production space with a small amount of office. It includes a large loading dock with easy access south, out of downtown and is ideally suited for production or warehouse use (but who knows what our creative development community can come up with?). The remaining six buildings will be sold in 2021.

Other Funding Sources: Do not include Commerce ADO funding		FY 20 Total
	Private	\$1,570,000
	Local	\$2,872,000
	State	\$0
	Federal	\$9.05 million
Total Other Funding Sources		\$13,492,000

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$59,286
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$0
Total Commerce Funds Awarded to ADO	\$59,286
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$183,259

Clallam County

Clallam County Economic Development Council

- Choose Clallam First Campaign-Due to the Global Pandemic and WA State Disaster Declaration by Governor Inslee, Clallam County EDC has become heavily involved in the business retention and recovery of Clallam County's small businesses by creating a marketing campaign as a way to distribute information on legislation, grants, low interest loans, and spotlighting businesses with new procedures to accommodate businesses and consumers.
- Coffee with Colleen weekly webinars. Colleen McAleer of Clallam EDC hosts a weekly zoom meeting on Wednesdays at 8 am for informational updates with guests in legislation, professional services such as local Tax attorneys and local bank representatives explaining how to fill out the forms for PPP, EIDL, and WWSBEG.
- Broadband Expansion to the Olympic Peninsula
- WWSBEG-Market, distribute, collect, review submit and released funds for the Working Washington Grant through the Dept. of Commerce.
- We have hosted 6 webinars for businesses to review the new federal laws involving pay, time off, and medical leave.

Employment: Clallam County EDC has collaborated with a number of entities to provide the priority response needed to our Small Business owners. Within this global pandemic, CCEDC has worked quickly to coordinate with County, City, Port, PUD, School district, Tribal officials, and invested stakeholders to move forward on the Broadband connection necessary to navigate through the re-opening process. CCEDC's response to marketing for businesses within Covid-19 for Clallam County was primarily through our Media campaigned coverage, Choose Clallam First Campaign. CCEDC's Colleen McAleer has also created a weekly webinar, Coffee with Colleen, to assist small businesses maneuvering grant opportunities and connecting our local economy to legislation.

Exports: Establish shipping connections between the Port of Port Angeles and Port of Seattle. This directly benefits exports.

Other Funding Sources: Do not include Commerce ADO funding		FY 20 Total
	Private	\$10,890
	Local	\$109,110
	State	\$7,200
Total Other Funding Sources		\$127,200

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$57,324
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$10,000
Total Commerce Funds Awarded to ADO	\$67,324
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$167,194

Clark County

Columbia River Economic Development Council (CREDC)

Small Business Creation: GROW Clark County Events (GROW), are twice a year events that showcase a broad range of businesses in the region, spotlighting the people behind them who are driving innovation and empowering connections with entrepreneurs to help push the local economy forward. GROW aims to help build connections and provide opportunities for the business community, from startups to established businesses looking for resources to help them achieve short-and long-term goals.

In June 2020, because of COVID-19, we pivoted our in-person GROW event to 4 podcasts and made them available to everyone free of charge. Each program included at least one local subject matter expert and included topics such as forced innovation, business pivoting, startup strengthening fundamentals, and tips for underrepresented entrepreneurs. As a result of the positive feedback we received, we are looking at continuing this approach going forward as a way of offering relevant guidance to startups and entrepreneurs. The ADO funds we received this year not only supported the hours of work that went into planning and holding GROW, but they will also enable us to provide consultative support for the businesses going forward.

In May 2020, CREDC invited several manufacturing businesses from around the county to join us for a virtual meeting to discuss recovery and development. Impact Washington and Workforce Southwest Washington also participated. Fifteen individuals from 9 different businesses participated, 90 percent of which were small to midsized firms. As a result, we were able to gather specifics on some of their most pressing needs such as attracting and retaining skilled talent, supply chain challenges, and workplace safety.

Employment: A good portion of our strategic plan focuses on expanding the existing business base and supporting people in Clark County. In September 2019, we held our third annual Clark County Tech Tour, which featured 10 local tech companies and attracted 150 attendees. This collaborative event enabled us to support industry, business, and people. The purpose of the tour is to showcase the local tech scene and to highlight the services and opportunities offered by each firm, and to provide an opportunity for job seekers and the tech curious to interact with businesses and industry leaders. Last year CREDC connected with over 20 local software and tech businesses, and although it took months of planning to prepare for this event, because of the established connections we had with businesses, we were well positioned to make this event a success.

Other Funding Sources: Do not include Commerce ADO funding		FY 20 Total
	Private	\$351,850
	Local	\$450,150
	State	\$29,400
	Federal	\$0
Total Other Funding Sources		\$831,400

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$170,354
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$10,000
Total Commerce Funds Awarded to ADO	\$180,354
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$516,582

Columbia County

Port of Columbia

Tax Revenue: The total assessed value of a county impacts so many aspects of a community's health: revenue for governments to provide services that create an environment conducive to business health; levy capacity for public infrastructure improvements and essential services; lower tax rates for businesses and residents. One of the long-term goals of Columbia County economic development is to increase the tax base through investment in the community.

For the first time in history, Columbia County's assessed value topped \$1 billion in 2020. While that may be a drop in the bucket for a large community, it is an important number for the second smallest county in the state. Construction of the pulp facility also boosted sales and use tax collections in the county by over 100% year over year.

Over the previous decade, investments in renewable energy have driven Columbia County's tax base up. The completion of the Columbia Pulp facility near Starbuck, WA in 2019 allowed that long-term project to finally reach full assessed value, which is what pushed Columbia County over the \$1 billion mark. In the last few years, our increased county value has enabled the following:

- Passage of a bond to remodel our Columbia County Health System (CCHS) hospital and emergency room. CCHS is the largest employer in Columbia County, with over 200 full time employees. They have added almost 20 new employees since the remodel was completed.
- Passage of an Emergency Medical Services Levy, which allows emergency medical services to be funded and continue service to our geographically diverse landscape.
- Passage of several school bonds, both for Maintenance & Operations and for Capital Improvements. Education is one of the primary components of a successful economic development program.

Columbia County's birth rate is far lower than our death rate. The only way we can continue to have an adequate workforce for our economy is for new residents to move here. Access to health care, appropriate emergency services, and good schools are all critical factors in the decision making of potential new businesses and residents. Increasing our tax base helps ensure a healthy future for our small, rural community.

Employment: Another long-term goal of our Columbia County economic development program is reduction of the unemployment rate. In the early 1980s, our unemployment rate was over 20%. Through diversification of our economy over time, we have steadily reduced the rate to a historic low of 5.5% average annual rate in 2019. Although the COVID-19 pandemic pushed the rate back up to 11% in April, our June rate was back down to 7.2%. Our county has remained in Phase 3 and many businesses have been able to reopen.

The completion of the Columbia Pulp project not only assisted in our effort to continue reducing the unemployment rate, we actually added numbers to our labor force at the same time.

The Working Washington Small Business Emergency Grant Fund was a lifesaver for our business community during the pandemic. We saved over 90 jobs with the grant program, and many, many local businesses tell me they would not have been able to hold on without that funding. We are very grateful to the state and to the Department of Commerce for coordinating that assistance.

Other Funding Sources: Do not include Commerce ADO funding		FY 20 Total
	Private	\$0
	Local	\$74,500
	State	\$0
	Federal	\$0
Total Other Funding Sources		\$74,500

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$50,000

ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$0
Total Commerce Funds Awarded to ADO	\$50,000
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$154,555

Cowlitz County

Cowlitz Economic Development Council

- Through the work of the CEDC we assisted in recruiting 75 new jobs to the County and assisted in local expansions creating 227 new jobs. We worked closely with the Dept. of Commerce and Impact Washington on retention projects as well.
- New capital investment either through expansion or recruitment totaled over \$100 million.
- The unemployment rate jumped to 10% in June 2020 well over the 6% mark of 2019. This is attributed to the Covid-19 pandemic.

Our partnerships with Impact Washington and the SW Workforce Development Council provided us unprecedented success in expansion of local business.

Two of our largest manufacturing companies saw an uptick in employment over the course of the year. We helped to facilitate these expansions through our work with the workforce council and Impact WA.

Other Funding Sources: Do not include Commerce ADO funding		FY 20 Total
	Private	\$152,400
	Local	\$154,500
	State	\$0
	Federal	\$2,155
Total Other Funding Sources		\$309,055

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$72,359
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$0
Total Commerce Funds Awarded to ADO	\$72,359
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$223,668

Douglas County

Port of Douglas

The Ports of Douglas and Chelan Counties are both county-wide port districts with the two counties combined making up the Wenatchee MSA. The two counties are separated by the Columbia River however, their economies are intertwined and can't be separated. Since their creation in 1958, both Ports had tried to work together, however there had always been friction due to each Port's focus on their individual county.

That changed in 2019 when the Elected Port Commissioners from both Ports took a bold step and began to discuss the possibility of a consolidation. By the end of 2019 the consolidation was in place. The new Chelan Douglas Regional Port Authority (CDRPA) combined the human and financial resources of the two organization reduced the duplication of efforts and has allowed the Port to serve the region in a more effective and efficient manner.

Since the first of the year, the new organization has been able to stand up two new grant programs that provide financial resources to non-profits and local governments. The local government grants have helped provide the finances needed for infrastructure and redevelopment projects in Bridgeport, Cashmere, Chelan and East Wenatchee, while the non-profit grants aided organizations supporting the regions Tech, Ag, Outdoor Rec and Tourism industries.

- Private – Lease revenue of \$427,054 from property owned by the Port which covers debt service on buildings and infrastructure and has resulted in retaining and creating over 175 jobs.
- Local – Property taxes received from property owners in Douglas County, \$1,039,388. This funding is used to support economic development in the county.
- State – \$120,000 Dept. of Ecology Integrated Planning Grant for the Rock Island silicon smelter site.

Employment: Through the Working Washington Small Business Emergency Grants program the Port was able to provide State funded grants totaling \$337,802 to 71 businesses preventing the loss of 247 jobs.

The consolidation also allowed the CDRPA to have the resources to fund a second full time Small Business Development Center (SBDC) Business Adviser.

As of June 30th, 2020, the Port had administered an additional 113 small business grants helping to retain 312 jobs. As a result of the financial savings and efficiencies the consolidation has created, the CDRPA has been able to do all of this without charging any type of an administration fee.

Capital Investment: Since March the SBDC has been focused on helping businesses create business and resiliency plans, advised on new marketing ideas and assisted businesses in preparing documents and applying for the SBA Economic Injury Disaster Loans and Paycheck Protection Program loans. Using Federal CARES Act funding from Chelan and Douglas Counties and local municipalities, the Port is in the process of administering over \$2.2 million in small business grants along with \$400,000 in grants from the CDRPA to assist businesses with rent relief and reopening expenses.

Other Funding Sources: Do not include Commerce ADO funding		FY 20 Total
	Private	\$427,054
	Local	\$1,039,388
	State	\$120,000
	Federal	\$0
Total Other Funding Sources		\$1,586,442

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$50,000
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$0
Total Commerce Funds Awarded to ADO	\$50,000
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$154,555

Ferry and Stevens Counties - (TEDD)

Tri County Economic Development District (TEDD)

Through the first 3 quarters of FY20 Tri County Economic Development District (TEDD) continued to work short staffed as we sought to hire an Executive Director. The Final quarter saw the addition of the new Executive Director, but the loss of our Loan Officer. The new loan officer has been selected and will begin July 6th. Below are some of the key practices that we have engaged in or implemented to assist our local communities employment needs both before and during the pandemic.

Small Business Creation: Assisted Cascade Intensive Behavioral Health in locating a residential behavioral health facility in the Chewelah area. Assisted in reviewing grant application to Dept. of Commerce for a facility construction grant for approximately 1.5 million and provided local contacts for letters of support and provided a letter of support from TEDD. Project will result in a 2 million facility construction and by fall of 2021 provide 30 – 35 fulltime positions all at \$18/hr. and above. This was initiated pre-COVID and TEDD will be watching closely to see how the development of this project is impacted by the pandemic.

Regional Marketing and Outreach: TEDD hosted several livestreams featuring content from Google focused on small business resources. Along with hosting viewing parties at the TEDD office, staff coordinated viewing parties at multiple locations throughout the tri-county area. TEDD staff was also able to hold a Facebook for Business class in Chewelah before the COVID-19 restrictions were in place. In 2019 TEDD hosted 12 different workshops which directly assisted 52 local businesses.

Community Development: TEDD engaged in the 13 Way to Kill as Community program. This program is being facilitated by AVISTA and the city of Colville was chosen to participate. TEDD was brought in alongside the Colville Chamber, WSU, Colville Together and the City planner to develop innovative ways to breathe new life into the community. Another collaborative project that TEDD is working with is the Washington State Department of Commerce New Approaches Pilot Program. The City of Chewelah and 2 other small communities across the state were chosen for the project which brought TEDD, WSU, Rural Resources, the Spokane Tribe and other community organizations in and around Chewelah to identify, plan, and accomplish two projects to better the community of Chewelah utilizing programs administered by the Dept. of Commerce. Both of these collaborative efforts have helped to build capacity in Colville and Chewelah and TEDD is looking to take the framework from these projects and adapting them to be able to engage other small communities across our region to continue to help our communities build capacity and grow and flourish.

Other Funding Sources: Do not include Commerce ADO funding		FY 20 Total
	Private	\$78,360
	Local	\$70,778
	State	\$219,983
	Federal	\$70,000
	Other	\$194,250

Total Other Funding Sources		\$633,371
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County	Associate Development Organizations - primary grant	Working Washington Small Business Emergency Grants – round one – admin funds	FY 20 Total	Pass-Thru Funds Awarded to ADO – WWSBEG – round one
Ferry	\$50,000	\$0	\$50,000	\$154,555
Stevens	\$50,000	\$0	\$50,000	\$154,555
Tri-County Total	\$100,000	\$0	\$100,000	\$309,110

Franklin County - (TRIDEC)

- See Benton County - Tri-City Development Council (TRIDEC)

Garfield County - (SEWEDA)

- See Asotin County - Southeast Washington Economic Development Association (SEWEDA)

The ADO impact has dramatically increased with the Covid 19 Pandemic. With the shutdown and uncertain times of this pandemic, and the continuation of, our focus was quickly changed to helping with recovery and retention efforts. Our presence has proven an invaluable resource to all businesses, and stakeholders within the county. The ADO is the support for the businesses, County and the rural cities. We are working to grow and diversify important work to recover jobs, stabilize communities and increase prosperity for all at such a critical time.

Employment: Most recently the ADOs partnered with Commerce to administer the Working Washington Small Business Emergency Grant (WWSBEG) to support 5 companies in Garfield County facing imminent failure due to the Covid 19 pandemic and associated economic emergency. These companies employ a total of 22 individuals and it is estimated that this grant prevented the loss of 13 jobs.

Business Development: The Garfield County workforce is employed primarily in agriculture or government services. Farmland occupies over two-thirds of the county's total land usage. The main crop is dry land wheat. The total value of agricultural sales tends to equal the total wages earned for the county. Healthcare and the jobs associated with it is at significant risk in Garfield County as the tax payer supported hospital district struggles to stay viable in providing emergency medicine, long-term care, lab & radiology services, physical therapy and a medical clinic. This past year we were working with the area high school to promote workforce development and awareness of job availability and shortage in the manufacturing and technology within the region.

Other Funding Sources: Do not include Commerce ADO funding		FY 20 Total
	Private	\$0
	Local	\$0
	State	\$0
	Federal	\$1,500
Total Other Funding Sources		\$1,500

Grant County

Grant County Economic Development Council (GCEDC)

In partnership with Commerce and other local partners the Grant County EDC assisted with the following projects:

Job Creation: Boeing - employment at Grant County International Airport has grown by 400 full time equivalents as they are currently providing maintenance on the 737 Max and other Boeing projects.

Workforce Development: The Grant County EDC helped form the Workforce Alliance which is an industry lead group focusing on site tours, youth apprenticeships and helping our K-12 educational system prepare our students for the job opportunities in Grant County.

The Grant County EDC facilitated the process of starting a program with the Port of Moses Lake, local companies and the Washington State workforce ecosystem. The program would help facilitate building a pipeline of local workforce starting in the K-12 education system as well as working to recruit adults to the area for the demand that is needed now.

The GCEDC has also helped to connect the local industrial companies to AJAC to start youth apprenticeships. SGL Group has hired four local 11th graders, who upon the completion of the apprenticeship will be offered a full time job at SGL.

Small Business Creation: Twenty-Two companies conducted site visits to the County or are considering expansions. The EDC facilitated meeting agencies and organizations as requested including ecology, local governments, utility providers, real estate representatives, workforce training providers including employment security, the community college, and others. One of these companies visited the County on their own and then reached out to the GCEDC afterwards for assistance in follow up questions they had.

The Grant County EDC also responded to an additional 44 requests for information from companies that are considering constructing new facilities in Grant County. Information provided included; demographics, workforce characteristics, wage data, cost of living, utility rates, available properties, transportation and other infrastructure, largest employers, regulatory processes, incentives, and other information as requested.

Other Funding Sources: Do not include ADO funding		FY 20 Total
	Private	\$145,000
	Local	\$190,400
	State	\$0
	Federal	
Total Other Funding Sources		\$335,400

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$65,068
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$0
Total Commerce Funds Awarded to ADO	\$65,068
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$201,130

Grays Harbor County

Greater Grays Harbor, Inc.

Employment: Greater Grays Harbor, Inc (GGHI) processed 246 Working Washington Small Business Emergency Grant Round 1 applications in partnership with the Washington State Department of Commerce and were able to provide emergency grants totaling \$184,299 to 30 companies in Grays Harbor facing imminent failure due to COVID-19. Commerce estimates this program prevented the loss of 90 jobs in Grays Harbor. GGHI utilized the full WWSBE grant amount to help these 30 businesses. GGHI did not apply for any of these funds, due to the funding we receive through our annual ADO Grant.

Wages: GGHI provided one-on-one technical assistance to over 50 companies seeking guidance on COVID-19 economic relief programs such as the Paycheck Protection Program and Economic Injury Disaster Loan / Advance. The activity helped dozens of companies to keep their staff on payroll during the COVID-19 shutdown.

Tax Revenue: We provided strategic guidance to a local indoor shopping center, helping them to increase occupancy rates from 69% to 82% over 9 months. This activity resulted in an estimated \$640,000 in annual taxable retail sales.

Other Funding Sources: Do not include Commerce ADO funding		FY 20 Total
	Private	\$190,000
	Local	\$166,660
	State	\$0
	Federal	\$0
Total Other Funding Sources		\$356,660

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$59,626
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$0
Total Commerce Funds Awarded to ADO	\$59,626
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$184,308

Island County

Island County Economic Development Council

Small Business Creation: Launched a program partnering and joining forces with an entrepreneur networking group of individuals wishing to start businesses and successful entrepreneurs who wish to share their experience, and a network of individuals interested in providing one-on-one loans to startups in their community.

Expansion: Developed a virtual and facilitated business peer-to-peer program whereby businesses can connect, share thinking and develop synergy for moving forward through economic recovery and beyond.

Other Funding Sources: Do not include Commerce ADO funding		FY 20 Total
	Private	\$5,221
	Local	\$144,978
	State	\$0
	Federal	\$3,000
Total Other Funding Sources		\$153,199

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$61,781
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$0
Total Commerce Funds Awarded to ADO	\$61,781
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$190,969

Jefferson County

Economic Development Council Team Jefferson (EDCTJ)

Employment: EDCTJ has acted as the primary conduit for resources and technical assistance provided to local business in response to the COVID crisis. This has included, but not limited to, direct one-on-one advising to business owners, assistance with SBA loan applications, assistance and processing of WWSBEG grants, and a variety of webinars focused on recovery resources and updates.

Broadband: EDCTJ has also convened and led the Jefferson Broadband Action Team during the past year, which has become a priority in response to the COVID crisis. The sudden requirement for businesses, schools, and other organizations to operate virtually has shined a light on the assumed broadband gaps, and efforts are underway to quantify the anticipated resources needed to close them. This collaboration has brought together a number of partner agencies, including the PUD, Port, County, City, local School Districts, Libraries, and ISP's.

Small Business Creation: EDCTJ has continued to offer the twice-yearly focusPLAN (Business Planning) class, which serves as a catalyst for new business creation. Current and potential entrepreneurs have taken the course and launched or expanded their own enterprise. This program was supported via sponsorships from the Herbert B. Jones Foundation, and the North Olympic Development Council. Another resource that assists in the creation of small businesses is our Lean Thinking series. This innovative program has continued to adapt to current needs, and focuses on how new and existing businesses can do more with the resources they have.

Other Funding Sources: Do not include Commerce ADO funding		FY 20 Total
	Private	\$15,955
	Local	\$78,770
	State	\$0
	Federal	\$1,000
Total Other Funding Sources		\$95,725

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$50,000
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$0
Total Commerce Funds Awarded to ADO	\$50,000
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$154,555

King County

Greater Seattle Chamber of Commerce

Expansion: The Chamber focused heavily on supporting the business retention and expansion work of its 39 jurisdictions. The Chamber invested in two data tools, Synchronist and SizeUp.

- Synchronist is a business retention and expansion-focused customer relationship management software that helps communities track and manage outreach with the local business community. It will also help aggregate data county-wide to help understand where opportunities and challenges are and provide real-time data to help share with third parties and legislators to advocate on various policy issues.
- SizeUp is a business intelligence subscription software that developed Zoom Prospector. This tool can allow you and businesses to compare themselves to competitors on a number of data sets, map competitors, customers, and suppliers; explore customer demographics; and help them find the best places to target their marketing campaigns.

Employment: In fiscal year 2019-2020, the King County ADO assisted 168 companies with emergency funding due to the COVID-19 outbreak. These businesses were selected out of total pool of 424 applicants submitted by our local economic development partners and contractors. The selected pool of grantees includes 30 retail establishments, 25 restaurants, 25 healthcare businesses, 17 salons, 13 construction companies, 11 education/ child care establishments, 8 manufacturing firms, 7 fitness facilities, 3 wholesalers, and 29 other businesses. Grantees represent 111 women-owned businesses, 80 minority-owned businesses, 7 veteran-owned business and 2 tribal owned businesses. The grantees are located in 31 different cities across King County. These businesses will primarily use these funds to pay for rent, utilities and other allowable expenses.

Business Development: The King County ADO also facilitated four new business expansion projects, focusing on the following best practices:

- Assisting the business to identify a suitable location for their project, including connecting the prospect with suitable real estate brokers
- Providing quantitative and qualitative data about various infrastructure, including transportation options as well as IT
- Connecting prospects with workforce development partners

Below are brief descriptions of the projects:

Denso Seattle Innovation Laboratory: Denso will team up with the region's tech companies and universities to develop cloud computing technology, autonomous driving capabilities, and mobility software. Our Seattle Innovation Lab will play a key role in shaping Denso's technology for current and new customers, regionally and around the globe. Denso CEO North America said. Project won with Evan Wendlandt and support from prior ICT Sector Lead, Dr. Joseph Williams.

Project Vert Farm: This company is based in Berlin, Germany and offers a vertical farm technology which brings the benefits of hydroponic farming to dense urban spaces. The company was introduced to Greater Seattle Partners and the Seattle Metropolitan Chamber of Commerce via the Washington State Department of Commerce.

Given the unique spatial and technical requirements needed to bring their product to market, the client was requesting assistance with site selection as well as with introductions to professional and technical services, including tenant brokerage, real estate law, and construction, engineering, and architecture firms. Through the services that were provided to the client, the client was able to establish its initial footprint in the region, occupying a space at The Malt House, original Rainier Brewing site in SoDo, and creating a projected 20 new full time positions. Today, Project Vert Farm's locally-grown produce can be found on the shelves of large grocers throughout the region.

Project Civil: This company is a digital personal finance company that opened an engineering and development office in Seattle. Their products include SoFi Invest, SoFi Money, and SoFi Private Student Loans. SoFi Stadium is the future home of the Los Angeles Chargers and Los Angeles Rams, opening in 2020.

Project Koala: This company is an Australian call-center project from Sydney, competing with Las Vegas & Portland. The King County ADO, in partnership with Greater Seattle Partners, helped locate this project in Federal Way, working in tandem with Tim Johnson and Federal Way team, as well as Evan Wendlandt.

Other Funding Sources: Do not include Commerce ADO funding		FY 20 Total
	Private	\$0
	Local	\$32,760
	State	\$0
	Federal	\$0
Total Other Funding Sources		\$32,760

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$228,779
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$0
Total Commerce Funds Awarded to ADO	\$228,779
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$707,179

Kitsap County

Kitsap Economic Development Alliance (KEDA)

Expansion: Direct Assistance for Government Contracting as a Washington Procurement Technical Assistance Center (PTAC). KEDA PTAC counselors met several times with PME Construction (PMECC) to review the solicitation and the draft proposals. The client attended many classes to bring their government contracting level up. Our counselors also assisted with their federal contracting certifications for HUBZone and 8(a) status. The company has a planned employment growth based on the contract activities.

Small Business Retention and Expansion: Weekly Webinar series with tips, tools and facts regarding doing business in the COVID-19 era. KEDA established a weekly webinar series titled: COVID-19 and Your Business with the first broadcast on April 2. These continued through June 25, with one break over Memorial Day. Unique viewers for each episode varied from 24 to 102 per episode, dependent on topic. Local consultants, business owners, agency representatives and elected officials were the presenters.

Other Funding Sources: Do not include Commerce ADO funding		FY 20 Total
Includes \$18,138.50 in-kind	Private	\$160,114
	Local	\$219,250
	State	\$0
Includes \$4,000 EIDL Advance Funds	Federal	\$56,378
	Events	\$31,629
Total Other Funding Sources		\$467,371

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$102,687
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$0
Total Commerce Funds Awarded to ADO	\$102,687
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$317,417

Kittitas County

Kittitas County Chamber of Commerce

Women in Business: Building a Women in Business Adventure (6-month professional/personal training): This training program is offered in Kittitas County in partnership with Dreamweaver Consulting. The targeted clients were entrepreneurs and small business startups owned by women. Five participants signed up for the training. Topics include business plan preparation, identifying market segment, assessing workers' needs, estimating revenue and expense. The participants include artisan, cider manufacture, and holistic therapy.

Small Business Retention and Expansion: Kittitas County Chamber hosts the SBDC representative covering Kittitas County, supporting small business creation. The Small Business Advisor will serve clients in the Business Development Center in Cle Elum. Small Business Development advising will be providing confidential small business planning, financial counseling, development services, research, and support.

Business Development Center (BDC) connects entrepreneurs with mentors, hosts workshops, and provides startup business information. The program also includes a physical co-working location: Catalyst Co-Working. BDC offers a comfortable shared work environment that gives entrepreneurs, startups and freelancers the opportunity to meet, network, share and learn through collaboration. The co-working location also holds "office hours" by various service providers. These no-cost consultations help entrepreneurs receive professional advice without diverting funds away from bringing their product to market.

Other Funding Sources: Do not include Commerce ADO funding		FY 20 Total
	Private	\$4,500
	Local	\$23,000
	State	\$0.00
Total Other Funding Sources		\$27,500

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$50,000
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$0
Total Commerce Funds Awarded to ADO	\$50,000
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$154,555

Klickitat County

Klickitat County Public Economic Development Authority (KCPEDA)

Projects KCPEDA is involved with:

- Lund Hill Solar Project- 150 MW project with an associated \$150 million investment: 300 construction jobs, 4 permanent jobs. Project recently obtained county permits and will begin construction late July/early August.
- Federal EDA Grant (submitted) - \$3.5 million to build the infrastructure and a facility to provide an Aviation and Maintenance program in partnership with Columbia Gorge Community College.
- Goldendale Pump Storage Project - identified as a project of statewide significance; a license application was recently submitted to FERC.
- Community Development Projects- Administered 5 different projects totaling \$38,200. Assisted Goldendale Chamber of Commerce, White Salmon Grangehall #98, Goldendale Grangehall's Care Package Project, Centerville School District, and the WW2 Memorial access near Stonehenge partnering with Maryhill Museum.
- Local Hospital Revitalizations- Assisted Skyline Hospital in obtaining a \$250,000 grant for match on hospital renovations, and a \$75,000 grant for preliminary engineering work for Klickitat Valley Health Hospital.

Business Retention/Startup; KCPEDA successfully retained Sagetech Corp. from re-locating after being purchased from an investment group. They now operate under the name Sagetech Avionics. KCPEDA also assisted a start-up called Invictus Global Services currently employing approximately 11 high wage earning jobs in the Bingen/White Salmon area. They provide aviation and maintenance to our UAV cluster industry through Boeing-Insitu. This is significant as we continue to build our regional expertise in the UAV industry.

Employment: One large issue is available opportunities for young people to obtain job experience and apprenticeships. Originally spurred by the KCPEDA, Klickitat County was able to stand up a paid internship program for local Goldendale students that coincides with their school schedules. This is considered a resounding success by the County and our local school district. KCPEDA continues to work with South Central Workforce Development Council in providing in-person/virtual job fairs, and seeking ways to provide certified apprenticeship programs for our local students.

Other Funding Sources: Do not include ADO funding		FY 20 Total
	Private	\$0
	Local	\$0
	State	\$50,000
	Federal	\$0

Total Other Funding Sources		\$50,000
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Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$50,000
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$0
Total Commerce Funds Awarded to ADO	\$50,000
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$154,555

Lewis County

Lewis Economic Development Council

Lewis EDC continued our second year of our Smart Tank program. This is an entrepreneurship program similar to pitch competitions. We hosted a number of workshops for the purpose of growing our own entrepreneurs in Lewis County.

EDC worked with our manufacturers to increase their productivity through programs offered by Impact Washington. This included LEAN and Kaizen events at SA Tech and Zev.

Our organization worked with a developer to recruit a food distribution facility, it is a million square feet and provides 300 new jobs.

Future capacity building projects include the Winlock Industrial Park. We have facilitated the construction of water, road, and future sewer construction to serve a 320 acre industrial area on Interstate 5.

- EDC made a recruitment trip to Southern California where we met with 3 different companies and a consultants in the economic development sector.
- Hosted a site-selector familiarization tour.
- Sponsored the Lewis County Agriculture tour.
- EDC was instrument in a part in getting the new 20,000sf Port of Chehalis building erected.
- EDC assisted Port of Chehalis who was able to secure funding for a new grain facility storage project at the Port of Chehalis.
- Distributed Hand Sanitizer and masks to numerous businesses in the County.
- Kicked off a new Smart Tank Program for 2020

Expansion: Centralia College, is constructing a new “flexible trades building” with grant money from the Centralia Coal Transition Grants Economic & Community Development Board. The 12,000-square-foot facility will expand the college’s ability to train on-demand in response to industry needs, and will enhance the college’s partnership with local and regional manufacturers.

This new facility gives Centralia College the ability to extend our existing partnerships with local industry with potential new employers coming to the area, and with area high schools. We can build up the local workforce and respond quickly to new training needs.

Plans also are in the works for Centralia College to create a mobile classroom for career and technical training that will take simulators and equipment to local high schools. The goal is to expose students to the college’s trades programs, local industry needs, and various career opportunities.

Other Funding Sources: Do not include Commerce ADO funding		FY 20 Total
	Private	\$41,568
	Local	\$260,000
	State	\$60,917
	Federal	\$35,000
Total Other Funding Sources		\$397,485

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$60,917
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$0
Total Commerce Funds Awarded to ADO	\$60,917
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$188,300

Lincoln County

Lincoln County Economic Development Council

Capital Investment: Lincoln County received a CERB broadband planning grant to study and design a countywide broadband expansion. The Lincoln County EDC is administering the grant project on behalf of the county. Key components of the project include building a minimum 1 Gbps fiber-to-the-premises network in Lincoln County's eight incorporated communities; eliminating coverage gaps in unincorporated areas; and evaluating a management plan that would include a long term partnership with project consultant Petrichor. Petrichor, a broadband cooperative of six Washington Port Districts, brings the legislated ability to manage the network and provide publically operated high-speed middle-mile infrastructure to ISPs. Petrichor's model shares the cost of fiber over multiple ISPs, lowering their cost of business. Lower overhead costs will attract more ISPs and that brings more options to rural Lincoln County. This publically operated network is a strategy to position Lincoln County for growth.

Small Business Creation: 2019 marked the 6th anniversary of the "Local Business" Plan Challenge at Wilbur-Creston High School, a partnership between the EDC, the high school business education instructor, and the local Chamber of Commerce. The project encourages students to think about starting a local business that would benefit their communities by involving them in a SWOT analysis. The students use that analysis to develop business ideas that build on a strength or address a weakness. This year 9th graders at Wilbur-Creston High School created fourteen local business ideas ranging from farm fresh flavored honey making to a bullet train for commuting to Spokane. The Challenge, an eight-week process that kicks off during Global Entrepreneurship Week, culminates with three or four student groups presenting their ideas at the annual Chamber of Commerce Banquet. It is truly a community project.

Expansion: The Lincoln County EDC took on the challenge of developing and maintaining a countywide Economic Development Strategy after the county's economic development district disbanded. The EDC performed a complete update of the strategy in 2019. The strategy follows the guidelines put forth by the Economic Development Administration in order for Lincoln County's municipalities to be eligible for federal funding for commercial and industrial infrastructure and it has been instrumental in several successful funding requests. EDC involvement also helps to keep the document focused on economic development and the number one goal in the strategy is Retain, Expand & Recruit Business.

Other Funding Sources: Do not include Commerce ADO funding		FY 20 Total
	Private	\$6,498
	Local	\$74,792
	State	0
Total Other Funding Sources		\$81,290

- In addition to the ADO grant, the EDC received operating income from Lincoln County (\$65,000), our eight cities & towns (\$9,792) and membership dues from businesses and organizations (\$6,498). All projects were funded through these four sources (Private, Local, State, and Federal).

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$50,000
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$0
Total Commerce Funds Awarded to ADO	\$50,000
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$154,555

Mason County

Economic Development Council of Mason County

In January of 2020, our manufacturing climate looked positive. We have recruitment opportunities moving forward and many local manufacturers looking at beginning expansion projects in 2020. However, as you can imagine, COVID-19 related impacts started happening at the beginning of February. Our shellfish producers and processors were hit immediately and very hard. This was followed closely by the governor's shutdown order. At this time, we don't have many trends to focus on as work became focused on triage for our local and regional businesses.

Employment: We have been working with hundreds of businesses across our county ranging from retail/restaurants/salons to non-profits to small/medium manufacturing to construction to value-added agriculture to governments. We are working closely with 20 key manufacturers on their ability to sustain themselves during this crisis. We are working with local, regional, and state governments on programs to support our local businesses. We are working with a few manufacturers on their ability to transition to PPE production or on their willingness retool as a way to continue operations. We are also working with all our businesses to access EIDL loans, the PPP program for their workers, and other funding opportunities/grants that are available.

Other Funding Sources: Do not include ADO funding		FY 20 Total
	Private	\$41,000
	Local	\$157,448
	State	\$0
	Federal	\$0

Total Other Funding Sources		\$198,448
Pass-Thru non-OEDC	COVID-19 grants	\$57,084

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$52,705
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$0
Total Commerce Funds Awarded to ADO	\$52,705
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$162,916

Okanogan County

The Economic Alliance

Employment: The Okanogan County Career Expo 2019 event was held October 29th 2019 at the Okanogan Fairground Agriplex and was a collaborative partnership with WorkSource Okanogan, the Economic Alliance, and North Central Educational Services District. This year, 104 vendors participated representing local businesses, industry professionals, community resources, apprenticeships, Job Corps, and military, as well as over 30 representatives from technical colleges, 2-year colleges, and 4-year universities. The Okanogan Country Career Expo offered vendors the opportunity to reach out, meet, and share their fields with North Central Washington high school students. Vendors were encouraged to have interactive displays that represented their industry and created relevancy for students.

The collaborative expo team organized student volunteers, community volunteers, and staff assistance. The planning team secured sponsorships from: Microsoft Techspark, Wenatchee Valley College, Okanogan Behavioral Health, Family Health Centers, Molina Healthcare, and The Confederated Tribes of the Colville Reservation, Washington Tractor, NCI/Community Net, WorkSource, Economic Alliance, and North Central Educational Services District. Our goal is to have this become an annual sustainable event for our North Central Washington-Okanogan county region.

Business Retention: After the WWSBEG program had announced the selected 18 businesses in Okanogan County who had been awarded funding, we realized that there was still many of our small businesses who still had not received any type of assistance and who were on the verge of closing their business permanently. The Economic Alliance along with Twisp Works decided to take the small business emergency grant program model that Adam's county was doing and customize it to fit the needs of the businesses within our county. We conducted a fundraising campaign over several weeks where we raised over \$70,000.00 and assisted more than 50 small businesses with \$1,500.00 grants. The Economic Alliance shared on our social media Facebook page, the businesses who were selected and how the funding would assist them in moving forward and staying open.

Other Funding Sources: Do not include Commerce ADO funding		FY 20 Total
Okanogan County PUD	Private	\$6,000
Okanogan County	Local	\$100,000
Events	Private Pass-Through Funds	\$6,611
Okanogan County Tourism Council	Local	\$19,800
Ok. Co. Small Business Emergency Grant	Private Pass -Through Funds	\$27,662
Small Bus Dev Center	Federal	\$30,000
Total Other Funding Sources		\$190,073

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$50,000
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$0
Total Commerce Funds Awarded to ADO	\$50,000
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$154,555

Pacific County

Pacific County Economic Development Council

Broadband Working Group: This group is championing expansion of industry-best speed, reliability, and resilience of broadband access throughout Pacific County at urban-competitive rates to businesses, consumers, and public benefit institutions (e.g. hospitals, schools, governments, etc.). We are currently in the planning/assessment stage of this project thanks to a grant from the Community Economic & Revitalization Board (CERB) through Washington State Department of Commerce. These funds are being used to the facilitation of assessment and mapping of existing broadband capacity. These assessments will be used to identify gaps in coverage, current access providers, and possible alternatives for new construction or expansion of networks.

Employment: PCEDC administered the Working Washington Small Business Emergency Grant (WWSBEG) for small businesses with 10 or fewer full-time employees. The program provides eligible applicants with a one-time grant up to \$10,000 to help support small businesses recovery funding related to the covid-19 pandemic and allow them to retain as many employees as possible. The program received 82 applicants, and issued 48 grant awards, for a total of \$149,000 awarded. Grantees represent 18 women owned businesses, 2 minority owned businesses, and 3 veteran owned business. The grantees are located in 10 different cities across Pacific County. These businesses will primarily use these funds to pay for rent, utilities and other allowable expenses. The WWSBEG recipients in Pacific County will employ a total of 180 individuals and it is estimated that this grant will prevent the loss of 132 jobs.

PCEDC collaborated with the Pacific County Tourism Bureau to promote business participation in weekly economic injury survey reporting, in order to track COVID-19 related economic harm and job loss to local businesses, as well as to calculate estimates of projected losses due to 106 reported event cancellations.

Other Funding Sources: Do not include Commerce ADO funding		FY 20 Total
	Private	\$57,429
	Local	\$20,000
	State	\$18,243
	Federal	\$0
	Reimbursements	\$994
Total Other Funding Sources		\$96,666

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$50,000
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$0
Total Commerce Funds Awarded to ADO	\$50,000
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$154,555

Pend Oreille

Pend Oreille County Economic Development Council

Workforce Attraction: Our workforce commutes from neighboring Idaho and Spokane. Efforts to attract a workforce to the area that would invest in the community, schools and businesses have been underway. With the addition of a robust and redundant fiber line along with quality of life, a marketing campaign is in place to attract a quality workforce. These efforts have resulted in a workforce who have been afforded the opportunity to move to the area and can choose to live where they choose and work from home. This effort has resulted in entrepreneurs investing in business and contributing to the workforce as additional talent moves into the area.

Employment/Business Relocation: Pend Oreille County has little space that is ready for marketing to attract business for additional employment and relocation efforts. This along with the lack ready to go infrastructure have been issues. The EDC is addressing these issues by assisting in the rewrite of the comp plan and developing sites that are attractive for businesses and ready to go as well as developing target industries and grants that are appropriate to support the mission of employment and business relocation. The county is engaged in a land swap to develop an industrial park, has technical assistance from USDA REDI grant for planning, and is working with a site selector for targeted industries.

Small Business Creation: In partnership with the Kalispel Tribe of Indians a Community Economic Revitalization Board (CERB) grant for a feasibility study resulted in lodging in the form of tiny homes and RV parking, along with a small grocery store with a fueling station and the Kalispel Casino. The grocery store also addressed a community health issue that the area developed is considered a food desert.

Other Funding Sources: Do not include Commerce ADO funding		FY 20 Total
	Private	\$
	Local	\$105,000
	State	\$0
Total Other Funding Sources		\$105,000

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$50,000
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$0
Total Commerce Funds Awarded to ADO	\$50,000
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$154,555

Pierce County

Economic Development Board for Tacoma-Pierce County

Employment: At the end of 2019, the EDB had 44 active recruitment cases in the pipeline, representing over 2,800 potential new jobs in technology, aerospace, advanced manufacturing, office, clean tech manufacturing, and distribution.

The EDB works directly with businesses, consultants, site selectors and other decision makers to provide insight and information on demographics, tax structure and incentives, education and training, connections with the labor market more. Factors influencing site decisions vary – even within industries – and the EDB’s assistance is customized to each client’s needs. Notable wins:

- Innovative Panel Technologies – Project Hammer, 75 Jobs, \$1.5 Million Investment
- Currie and Brown –Project Scott, 10 jobs, \$30,000 Investment

Capital Investments: In 2019, Puget Sound Energy (PSE) received a key air permit for its Liquefied Natural Gas (LNG) facility at the Port of Tacoma. Maritime vessels that switch from diesel to LNG reduce their greenhouse gases more than 30% and dramatically reduce particulate emissions. The EDB worked with the Chamber, labor organizations and others to support PSE’s LNG facility, advocating for regulations that protect jobs and the environment alike. Notable wins:

- Puget Sound Energy’s LNG facility – 18 new jobs, 425 indirect jobs, \$310 million investment

Expansions: In 2019, the Business Retention and Expansion program met with 143 businesses, facilitated 466 referrals, help secured \$160,770 in grant funding for local businesses, responded to 21 projects, closed \$10,000,000 in industrial development revenue bonds, and delivered six new proposals. Several new partners emerged from the community deepening Pierce County’s economic development ecosystem. Notable wins:

- Tool Gauge – Commerce awards \$125,000 Work Start Grant
- SeaTac Packaging – \$10M Bond

Other Funding Sources: Do not include Commerce ADO funding		FY 20 Total
	Private	\$660,500
	Local	\$388,500
	State	\$0
	Federal	\$0
Total Other Funding Sources		\$1,049,000

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$228,779
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$0
Total Commerce Funds Awarded to ADO	\$228,779
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$707,179

San Juan County

San Juan County Economic Development Council

Small Business Creation: We have launched a wide variety of in-person and online workshops to assist businesses. These include workshops on value-added agricultural manufacturing, choosing a business structure, starting a consulting business, and others, and up to 60 participants attend each event or workshop. These programs help local business ventures start up and thrive. We have also provided tailored, individual counseling to scores of businesses seeking advice on business structure, financing, marketing and more.

Wages: Local businesses have expressed a need for more workers qualified for high-skilled trade jobs, and these jobs offer higher wages than the retail and hospitality jobs that form the backbone of our employment. We have offered in-person trades courses throughout 2019–2020, and we hire local trades professionals to design and teach the courses. Some courses are taught by employers who design courses to ready students for open entry level positions or internships in their company.

Retention: We have provided information and counseling literally for hundreds of San Juan County businesses through webinars, newsletters, social media, our website, and individual counseling (90+ counseling clients so far in 2020) to help them survive the current economic crisis. These efforts have helped business owners obtain desperately-needed funds through the Paycheck Protection Program and the Economic Injury Disaster Loan/Emergency Advance, or assisting them with the navigation of ESD unemployment programs to survive.

Other Funding Sources: Do not include Commerce ADO funding		FY 20 Total
	Private	\$38,000
	Local	\$127,185
	State	\$0
	Federal	\$2,000
Total Other Funding Sources		\$167,185

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$50,000
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$4,850
Total Commerce Funds Awarded to ADO	\$54,850
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$149,705

Skagit County

Economic Development Alliance of Skagit County

Maritime Cluster: EDASC has prioritized maritime as one of Skagit County's key sectors as it offers one of the most competitive locations in the Pacific Northwest for sustained and future maritime growth providing higher-wage jobs. EDASC continued fostering growth of the sector with several initiatives and projects:

- Fast foil ferry: EDASC is involved in a Joint Innovation Program with several public and private partners to develop zero-emission fast foil passenger ferries locally and regionally.
- Skagit County Maritime Symposium and cluster formation: EDASC hosted the county's first Skagit County Maritime Symposium on Nov. 13 in La Conner to discuss issues and trends while hearing from policymakers. The event, which drew over 80 attendees, also kicked off a new Skagit County maritime cluster. This is planned as a quarterly event focusing on a different topic each time.
- International maritime delegation: EDASC continued fostering Skagit County's international maritime relationships as CEO John Sternlicht visited Norway from Sept. 15-20 as part of a state delegation focusing on maritime and clean technology.
- Strategic planning: EDASC and its public partners continued implementing the Anacortes Maritime Strategic plan, approved in early 2020.

Retention: With the COVID-19 economic crisis severely impacting small businesses, EDASC began administering grant programs on behalf of the state, county, and local cities and towns.

- WWSBEG: A total of \$243,116 was awarded to 29 businesses of the 61 submitted by EDASC. The grants will save an estimated 149 jobs.
- Mount Vernon microenterprise grants: EDASC awarded 15 grants totaling \$100,000 to microenterprises in Mount Vernon.
- CARES Act-funded grants: EDASC in June 2020 began administering CARES Act-funded small-business grant programs on behalf of Skagit County (\$1 million), Sedro-Woolley (\$50,000), and the towns of Lyman and Concrete (\$20,000 each).

Other Funding Sources:		
Do not include Commerce ADO funding		FY 20 Total
	Private	\$260,543
	Local	\$337,615
	State	\$0
	Federal*	\$105,000
Total Other Funding Sources		\$703,158

*Federal funds include: Impact Washington Contract (\$14,400), SBA EIDL Advance (\$7,000), SBA PPP Loan (\$83,600)

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$78,651
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$10,000
Total Commerce Funds Awarded to ADO	\$88,651
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$233,118

Skamania County

Skamania County Economic Development Council

Small Business Creation: We have helped two local hotel developers who will start their business in 2020 and make sure that they were working properly with local city government and county leaders for all government approvals and zoning. We have also found resources to help understand the business climate and what it takes to start a business in Skamania County.

Retention: Our EDC has worked with 7 local businesses on reworking their loans and making sure that they were able to keep running or maintain their business during the Covid outbreak. We have continued working with over 20 other businesses on ways to manage their cash flow, employees, and other entities to make sure that they were able to keep their business from closing due to the pandemic.

Skamania County also took in 38 grant applications for the Working Washington Grant and was able to disburse over \$155,000 in grant funds to make sure that 19 of the 38 businesses that applied were able to stay open during the Covid outbreak.

Other Funding Sources:		
Do not include Commerce ADO funding		FY 20 Total
	Private	\$22,445
	Local	\$82,289
	State	\$0
	Federal	\$59,932
Total Other Funding Sources		\$164,666

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$50,000
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$0
Total Commerce Funds Awarded to ADO	\$50,000
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$154,555

Snohomish County

Economic Alliance Snohomish County

Foreign Direct Investment: Establishing WeChat social media site in China to raise visibility for long-term FDI attraction. Snohomish County wants to differentiate itself from the Seattle Metro market in China. To that end, EASC launched our “WeChat” website, a Chinese language multi-purpose messaging, social media and mobile payment app. It is one of the world's largest standalone mobile apps with over 1 billion monthly active users. Its’ use is widespread throughout China and with Chinese expats. The intent is to raise the visibility of Snohomish County and our cities with the Chinese population at-large.

Expansion: Establishment of biotech manufacturing facility. Lyell Immunopharma is a biotech start-up focused on cell therapies for cancer treatment. R&D occurs in Seattle and San Francisco. The company was studying both communities as a location for their manufacturing/processing plant; 70,000 SF. EASC and the City of Bothell advocated for Bothell and responded to company concerns about incentives to offset cost advantages in SF. SF does not apply sales tax to building construction (their investment is \$50MM) and offered a more generous training incentive. We secured a \$200,000 grant from the Strategic Reserve Fund. The company will have 50+ on-site jobs at start-up.

Small Business Creation: Business management practices with small construction companies. EASC hosts three federal programs supporting small business growth; Small Business Development Center, Procurement Technical Assistance Center and the Small Business Transportation Resource Center (SBTRC). In total, they counseled 180 new client companies during the year in addition to their existing caseloads.

SBTRC collaborated with the Associated Builders & Contractors, Sound/Community Transit and the US Dept. of Transportation to offer the “Principles of Construction Business Program.” The target audience for this eight-week program included minority and woman-owned small businesses in the construction field. Topics addressed include overall business management, human resources, marketing, estimating/ bidding and financing/bonding. 21 firms participated.

Other Funding Sources: Do not include Commerce ADO funding		FY 20 Total
	Private	\$766,168
	Local Public	\$498,891
	State	\$162,155
	Federal	\$307,035
	Higher ED	\$81,095
Total Other Funding Sources		\$1,815,344

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$228,779
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$10,000
Total Commerce Funds Awarded to ADO	\$238,779
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$697,179

Spokane County

Greater Spokane Incorporated (GSI)

Expansion/Business Relocations: GSI played an active role in over 20 retention, expansion, and recruitment projects. With a streamlined Lead Life Cycle in place, we have simplified the site selection process. We

launched [Advantage Spokane](#), Spokane County’s “front door” for site selectors interested in the area. We also started sending a Quarterly Newsletter to over 3,000 site selectors worldwide with up-to-date information and announcements from Spokane County.

GSI was instrumental in securing \$100,000 in Strategic Reserve Funds for SkyOne Aerospace to expand, add new equipment and hire additional employees. Based in Spokane Valley, SkyOne was founded in 2015 with three employees and specializes in repair and overhaul of instruments, avionics, electronics, mechanical units and hydraulic units of the military aerospace aftermarket.

SkyOne will retain 18 jobs and create 45 new positions in the next three years as a result of the grant. It plans to hire skilled technicians with military aerospace experience. Nearly 40% of the company’s workforce are veterans, and it’s committed to hiring more, mostly from Fairchild Air Force Base.

BumbleBar, a Spokane manufacturer of certified-organic, certified gluten-free snacks was faced with a decision to relocate across the border in Idaho or to remain in Washington. GSI helped assess their site needs, identified available properties, and ultimately found them a site in Spokane to help retain 30 jobs in the county.

Small Business Creation: Startup Spokane is the Inland Northwest’s first stop for entrepreneurship assistance and resources. Startup Spokane connects entrepreneurs with mentors, hosts workshops, and provides startup business information. The program also includes a physical co-working location: Startup Spokane Central. Startup Spokane Central offers a comfortable shared work environment that gives entrepreneurs, startups and freelancers the opportunity to meet, network, share and learn through collaboration. The co-working location also held “office hours” by various service providers. These no-cost consultations help entrepreneurs receive professional advice without diverting funds away from bringing their product to market.

Workforce: GSI offers the following programs for employers, students, educators, and parents. The programs are meant to further talent development in the region and explore future career pathways for students.

- Career Connected Learning - Experiences that expose students to careers and real-world skills through different methods and levels of engagement.
- Greater Minds - An initiative of GSI that supports working adults return to school to finish or begin their own degree or certificate and help students distinguish the education pathways and programs best for their needs and lifestyle.
- access2experience (a2e) - An online platform that connects educators with local professionals who are willing to engage with students in career connected learning opportunities including career fairs, classroom speaking, worksite tours, job shadows and more.
- Business AfterSchool - A series of career connected learning workshops that bring together middle and high school students, parents, educators and business to learn about local careers, skills and career pathways.
- Spokane STEM (Science, Technology, Engineering, Math) - An initiative of GSI and one of 10 regional networks across the state that works closely with statewide partner, Washington STEM.
- Teaching the Teachers - A series of workshops open to all educators, advisors, college and career readiness counselors and administrators in NEWESD 101. Attendees earn at least 3 PD clock hours.

Other Funding Sources:		
Do not include Commerce ADO funding		FY 20 Total

Private Memberships & Events	Private	\$2,372,192
Private Investments for Programs	Private	\$656,677
Municipal Contracts	Local	\$445,939
Washington State Investments	State	\$160,364
Federal Program Investments	Federal	\$64,046
Total Other Funding Sources		\$3,699,218

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$188,651
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$0
Total Commerce Funds Awarded to ADO	\$188,651
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$583,138

Stevens County - (TEDD)

- See Ferry County - Tri County Economic Development District (TEDD)

Thurston County

Thurston Economic Development Council

Foreign Direct Investment: The EDC through our partnerships has created the SW WA Regional Trade Alliance (SWRTA). SWRTA has created and secured three signed memorandums of agreements with international trade groups – primarily located in China (Shenzhen, Shanghai and Beijing). To facilitate this, the EDC, through SWRTA has established a representative office in both Shanghai and Beijing. From this effort, the EDC during this contract period led three trade missions to China and SW Asia, and welcomed five different trade groups. The EDC has also, through SWRTA has established trade connections with countries located along the west coast of Africa.

The Thurston EDC also has a local focus of creating and supporting an entrepreneurial ecosystem. This ecosystem is designed to:

- Create and launch new employers in the region

- Support and enhance entrepreneurial growth which spurs employment opportunities
- Support the retention of business through market identification and the development of resources and partnerships.

Create and launch new employers: One of the CBI's operational platforms is the WA Center for Women in Business (WCWB). The WCWB provides a series of collaborative classes and trainings. Through the trainings during this contract period launched over 35 new businesses. Each of these businesses is currently operating and employing individuals. These efforts provided a return on investment back to the community in terms of employment, wages, and taxes. For every \$1 of the program, \$8.39 was returned back to the community in terms of employment wages.

Capital Investment: Support and enhance entrepreneurial growth which spurs employment opportunities: Our research into the community of more significant needs was the access to capital. As such, we created and launched the Thurston Investment Network (THINK). THINK connects local individuals who have a desire to invest locally with local entrepreneurs who may not be ready for conventional financing and or lending. The THINK has over 75 local individuals who have committed to invest certain amounts. While the EDC/CBI does not qualify each investor nor structure deals, it provides the back drop and resources for a collaborative approach to supporting entrepreneurs. These introductions are held at organized pitch sessions wherein the company provides an overview of operations and capital need. The EDC/CBI held 9 pitch sessions this past contract period – over \$800,000 were invested into local companies with the average investment being \$65,000. This investment supports over 12 new entrepreneurs with over 25 new employment opportunities.

Expansions: The EDC has invested in and developed professional staff that has a deep knowledge and skill base for research and understanding economic impacts of business and community development actions. The support of economic impact activities in the community is critical to have a strong base for continued operations and support. The EDC has taken the time to invest in the IMPLAN Input/Output model system. From the system we are now able to better understand and direct our actions and activities into the most impactful and beneficial manner for Thurston County.

Rural Economic Development: The EDC has created a singular voice and effort for the rural areas of SW Thurston County known as South Thurston Economic Development Initiative (STEDI). STEDI effort is inclusive of the communities of Yelm, Rainier, Tenino, Bucoda, Grand Mound, and Rochester. The effort has leveraged the joint efforts of the communities under one singular focus and effort – to create new investment and employment opportunities in rural Thurston County. The STEDI effort staffed and coordinated by the EDC, has launched the following efforts: Buy/Shop South Thurston (a buy local efforts), We Love Rainier (a beautification effort and business attraction effort), Boo-Coda (established an annual month long series of events centered on a Halloween theme for the Town of Bucoda – last year generated over 75,000 new visitors to the town and an estimated \$250,000 in earned media.

Agriculture - Create a regional agricultural processing, packaging and product development center that supports and supercharges the regional agriculture economy. The EDC has taken a lease on a 15 acre parcel of agriculture zoned property located in south Thurston County. To date, the EDC has secured enough funding to accomplish a master plan for the proposed business and innovation park; secured and installed water and sewer to the park; and will be constructing the building pad on the site – the first of what is envisioned to be a multi-building park that houses up to 10 different employers and operations.

Other Funding Sources:		
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Do not include Commerce ADO funding		FY 20 Total
	Private	\$275,000
	Local	\$216,000
	State	\$50,000
	Federal	\$750,000
Total Budget (note: figures are rounded down, does not include the Center For Business & Innovation budget which is a separate 501c3 organization that is held within the EDC/ADO)		\$1,291,000

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$132,791
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$0
Total Commerce Funds Awarded to ADO	\$132,791
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$311,555

Wahkiakum County

Wahkiakum Chamber of Commerce

Broadband: We are in the process of bringing broadband services to remote areas of the county. In addition, we will be hosting free internet services on a limited use basis for the downtown business sector that will include a "Splash Page" hosted by the Chamber of Commerce. Working with the Wahkiakum PUD, County Commissioners, School District, the Town Council, and the Port Districts we seek to bring broadband here to Wahkiakum. In June we had meeting of all the departments listed above and the public to voice their opinions. Two Broadband providers presented their plans and submitted bids for their services. As the county's ADO we feel we have a key role to play in the upgrading of internet connectivity.

We feel it is important to create reliable working conditions and provide strong internet services as we continue to build a Stay Home-Stay Safe environment. We want new businesses to come to our area knowing that they can be connected through social media, marketing, advertising, and daily business transactions.

Retention: July is our normal peak tourism time, filling our B&Bs, ports, restaurants, brewery, and campgrounds with families and visitors enjoying the community and its events. Getting back to a normal routine has been a challenge under the current restrictions.

Other Funding Sources: Do not include Commerce ADO funding		FY 20 Total
	Private	\$0
	Local	\$20,500
	State	\$0
	Federal	\$0
Total Other Funding Sources		\$20,500

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$50,000
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$0
Total Commerce Funds Awarded to ADO	\$50,000
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$154,555

Walla Walla County

Port of Walla Walla

Small Business Development:

- Port contributed \$15,000 in financial assistance for the Walla Walla Small Business Development Center.
- Port contributed \$10,000 in financial assistance Micro Business.
- Port contributed \$1,500 to maintain Walla Walla Small Business Tools website to assist small businesses in startups that want web-based information and support for growing their business. It is customized for each area with local, state, and federal information, Spanish translation, and other business resources. Averages approximately 35 monthly hits:
<https://www.resources4business.info/wallawalla/>
- Port continues to develop small workspaces for small businesses at the Walla Walla Regional Airport and Dell Avenue Small Shops.

Business Retention/Expansion:

- Alaska Airline - With help from our business community, tourism activity and local citizens the Walla Walla Regional Airport is now a strong performing market for Alaska Airlines. This increase speaks volumes to our community's commitment to preserving and grow air service, particularly when you consider that Walla Walla is one of the smallest markets that Alaska Airlines serves.
- Packaging Corporation of America (Boise Paper Mill, Wallula, WA) - In 2018, Packaging Corporation of America announced a \$150 million retooling of its production line starting in the second quarter of 2019. A machine conversion and product refocus at the Boise Paper mill represent one of the single largest investments in contemporary value ever in Walla Walla County. PCA's investment of \$150 million really protects and preserves the jobs and the tax base for Walla Walla County. Machine conversion completed in 2Q 2019 and now is operational.
- Refresco (Cott) – Dell Avenue - In 2019, Refresco completed its 2nd bottling line expansion. The results of the 2019 expansion were the creation of approximately 40 new jobs and private capital investment in excess of \$8 million for the Walla Walla area.
- Walla Walla Foundry – Dell Avenue Building - In 2019, the Walla Walla Foundry consolidated its art achieving warehousing from several warehouse locations in the Pacific Northwest to one (1) 26,400 SQFT warehouse location at the Port's Dell Avenue Building in Walla Walla. The 2019 consolidation resulted in the creation and retention of jobs for Walla Walla County residents.
- Port's Dell Avenue Building - In addition to direct jobs from Refresco and the Walla Walla Foundry as noted above, the Port expended in excess of \$1.5 million on improvements to the Port's Dell Avenue Building, also known as the Crown Cork & Seal Building to accommodate the Refresco and Walla Walla Foundry projects.
- Tyson Fresh Meats - In 2019, Tyson commenced and completed the construction of a \$30M expansion to their Wallula beef processing facility to accommodate a new ground beef patty line. The new ground beef patty line was completed in 1Q 2019 and created an additional 30 new FTE jobs for the region.
- Northwest Equipment Sales (Volvo Mack Dealership) - In 2019, Northwest Equipment Sales commenced in the construction of a new \$3M Volvo Mack Dealership at the Port's Burbank Business Park. Completion of the project is anticipated for March 2020.

Other Funding Sources: Do not include Commerce ADO funding		FY 20 Total
	Private	\$0
	Local (Port)	\$55,000
	State	\$0
Total Other Funding Sources		\$55,000
Commerce ADO funding only		FY 20 Total

Associate Development Organizations - primary grant	\$54,092
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$0
Total Commerce Funds Awarded to ADO	\$54,092
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$167,202

Whatcom County

Port of Bellingham

Local funds were used for a variety of recruitment, retention, expansion, and readiness and capacity building. For example, our team was involved with 13 different community activities in FY20, including a TAGNW (Technology Alliance Group) job fair and tech expo in July 2019 and hosted a Business Continuity workshop with emergency management experts from Federal Emergency Management Agency Region 10, WA Emergency Management Division Whatcom County Sheriff's Dept, and the City of Bellingham in November 2019, which had over 100 attendees from local businesses.

Since the onset of COVID-19 in March 2020, our team has hosted over a dozen Team Whatcom meetings on a weekly basis in order to coordinate recovery and relief efforts with partners and local nonprofits. We have also hosted weekly meetings with Whatcom County Small City mayors to keep them up to date with our recovery and resiliency activities.

Business Recruitment and Retention: Project Sapling was a lead that came to the POB from the Department of Commerce in early December 2017. Our team worked with 360 Modular for over two years. Now that they are up and operating, they have hired six people with plans to hire up to 30 people in 2020. 360 Modular manufactures pre-fabricated commercial and residential buildings. This company therefore offers potential benefits across the Cascadia region in terms of affordable housing options and other critical infrastructure, such as schools and eldercare facilities.

Expansion: Silfab Solar is a leading North American solar panel producer and is the largest producer in the state of Washington. In December 2019 Silfab Solar was awarded \$250,000 SRF funds with supporting letters from REP. This SRF grant was used to create 22 high paying jobs between December 2019 and March 2020. The grant was also used to increase manufacturing capacity, upgrade industrial equipment and manufacturing reliability. This also fulfills Comprehensive Economic Development Strategy goals for the county by supporting and retaining high paying jobs in sustainable clean energy industries.

Other Funding Sources: Do not include Commerce ADO funding		FY 20 Total
	Private	\$0
	Local	\$632,165.86
	State	\$0
	Federal	\$0
Total Other Funding Sources		\$632,165.86

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$107,893
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$0
Total Commerce Funds Awarded to ADO	\$107,893
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$333,508

Whitman County - (SEWEDA)

- See Asotin County - Southeast Washington Economic Development Association (SEWEDA)

Employment: Most recently the ADO's partnered with Commerce to administer the Working Washington Small Business Emergency Grant (WWSBEG) to support 33 companies in Whitman County facing imminent failure due to the Covid 19 pandemic and associated economic emergency. These companies employ a total of 109 individuals and it is estimated that this grant prevented the loss of 100 jobs.

Business Development: Our impacts this past year have been felt in workforce development, financing, and technical assistance to the affected businesses. We have concentrated our efforts in supporting the manufacturing sector of the local economy, as the multipliers in this area have the greatest impact upon the local economy.

Secondary efforts have been made in assisting business starts and in the development of entrepreneurs. We partnered with the local Colleges, WorkSource, SBDC, other stakeholders and professionals, to offer small business planning, financial and technical assistance, and other business educational workshops to help businesses thrive in this rural region. These are all offered free of charge. With the pandemic stay at home orders, these were changed to webinars and the subjects were altered to offer information and resources,

pandemic related, as they became available. These were all well received and highly attended within the business community in this rural region.

Other Funding Sources: Do not include Commerce ADO funding		FY20 Total
	Private	\$0
	Local	\$0
	State	\$0
	Federal	\$29,105
Total Other Funding Sources		\$29,105

Yakima County

Yakima County Development Association

Small Business Creation: A partnership of two ADOs (YCDA and Kittitas County Chamber of Commerce) to support entrepreneurs that are starting up new businesses. The first month was two-hour classes, two days a week on topics such as finance, marketing, real estate, insurance, etc. The second month was a trade show where each business had its own booth. The third month was a “shark tank” presentation to a panel of judges, some of which are local commercial lenders.

We created an overview video that highlights the entire competition, showcases the finalists, and announces the winners: <https://www.youtube.com/watch?v=k04tET4iqbU&t=1s>

Expansions, Business Relocation, Terminations: In the fall of 2019, Seneca, a long time food processor in Sunnyside Washington, announced it was closing the facility and its adjoining 200,000 square foot warehouse (this is the termination part of the example). Fortunately, YCDA had recruited Ostrom Mushroom to Sunnyside and the layoffs occurred at the same time that Ostrom was hiring in force. The hiring at Ostroms absorbed most of the jobs lost at Seneca (this in the business relocation part of the example), but there were still two vacant buildings – the food processing facility and the 200,000 sq. ft. warehouse.

Yakima Chief Hops is an international Hop company with headquarter in Yakima County. In the 2020 fiscal year they started construction on their first international facility in Belgium and purchased a warehouse in Yakima County to expand into the industrial hemp market.

Yakima Chief Hops reached out to YCDA as it began exploring moving into industrial hemp production and processing. YCDA showed Yakima Chief Hops several sites for building a new facility as well as the existing and newly vacant Seneca warehouse. After several months and a meeting co-hosted with the City and Port of Sunnyside, Yakima Chief Hops purchased the warehouse and has begun building an expandable hemp processing line in a small portion of the facility. The project did not finish construction in the 2020 year so the new jobs will be realized in the coming year.

Capital Investment: YCDA administers Yakima County's .09 money on behalf of the County Commissioners. In the 2020 fiscal year there was 7.3 million in .09 funding awarded to support six-job creating public infrastructure projects. This investment in public infrastructure triggers \$49.65 million in private investment in new facilities.

Other Funding Sources: Do not include Commerce ADO funding		FY 20 Total
	Private	\$651,858
	Local	\$234,953
	State	\$0
Total Other Funding Sources		\$886,811

Commerce ADO funding only	FY 20 Total
Associate Development Organizations - primary grant	\$126,979
ADO – Working Washington Small Business Emergency Grants – round one – admin funds	\$0
Total Commerce Funds Awarded to ADO	\$126,979
Pass-Thru Funds Awarded to ADO – WWSBEG – round one	\$450,569